



تاروں سے ستاروں تک

**FAST CABLES (FCL)
FY 2025 & Q1 2026
CORPORATE BRIEFING**



**POWERING A
SUSTAINABLE FUTURE
WITH GLOBAL EXCELLENCE**



**Friday 7th November, 2025
11:00 AM**



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Company Profile & Overview

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Business Landscape - Challenges & Opportunities

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Financials

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IPO - Update

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Future Outlook



Company Overview

OUR VISION

Empower communities for sustainable development.

OUR MISSION

To be **Market Leader** by delivering excellence through innovation and capacity building of all stakeholders.

OUR BRAND PROMISE

Achieving **Excellence!**



4 Decades of Experience

Established in 1985



Diverse Product Portfolio

+10 Cable Types
+6,000 Product SKUs



State of the Art Facilities

2 CCV Lines, Aluminum & Alloy
Plant, 75kV Certified Testing Lab



Network of
350+ dealers
nationwide



8 Branch Offices

Across all
provinces



Global Certifications

TAQA, BASEC, UL, KEMA Gold, ISO
9001, 14001, 45001, VEIKI-VNL

For Details: [Annual Report FY-25](#)



Product Portfolio

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Cables



Lights



Metals



PVC



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Product Portfolio

Low Voltage Cables

Building Wires



Single Core Non-Sheathed

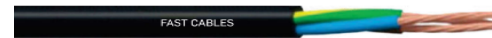


Single Core Non-Sheathed, Fire retardant, Halogen Free



Single and Multicore Sheathed

Industrial Wires



Unarmored



Armored

Telecommunication Cables



Indoor Cables



Telephone Cables Armored and Non-Armored

Control & Instrumental Cables



Multicore, Overall Screen – Unarmored



Multicore, Overall Screen – Armored



Pairs, Overall Screen – Unarmored

Medium Voltage Cables

Single Core Wires



Unarmored and Armored

Three Core Wires



Unarmored, XPLE (Standard IEC 60502-2)



Armored, XPLE (Standard IEC 60502-2)

Three Core Bundled Cables (ABC)



XPLE, Without Messenger (Standard IEC 60502-2)



XPLE, With Messenger (Standard IEC 60502-2 – HD 620-S2)

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Product Portfolio

Bare Conductors

Aluminium
Conductors



All Aluminium Conductor



All Aluminium Alloy Conductor



Aluminium Conductor Steel Reinforced (ACSR)

New Products



CAT-6 23AWG (Copper)
*Smart Choice for
Seamless Networking*

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Product Portfolio

Indoor &
Outdoor
Lighting
Range



Endure Linear Light



Value T-8 Pro



Value Downlight Pro



Endure Backlit Panel G2



Eco Downlight



Eco A Series Bulb



Endure High Bay Pro



Endure Street Light



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Certifications & Approvals

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Cables



BASEC



UL Solutions



KEMA Gold



VEIKI VNL



TUV Austria

CE



PNAC



ISO



PSQCA



TAQA

Lights



CB



CE



EMC



LVD



PHOTOBIOLOGICAL
RISK GROUP
EN62471

Photobiological Safety

المواصفات السعودية
Saudi Standards



SASO

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Macroeconomic Challenges

- Modest GDP growth 3.04%
- Subdued LSM Growth
- Under utilization of PSDP
- Double digit financing cost
- Economy in stabilization mode



Volatility in Raw Material Pricing

- Copper & Aluminium prices exhibited sharp volatility with both showing increase of ~10% YoY
- Price of both the metals showed volatility in LME index in range of 18% -25%
- Uncertainty due to tariff structure



Margin Compression

- Domestic demand remained subdued amid slower project activity
- Heightened competition across segments pressured pricing power
- Net margins compressed due to reduced volumes and cost escalation



FCL's Strategic Response

- Protected market share
- Enhanced customer base in trade & lights
- International Certifications and Approvals
- Sustained Profitability in FY 2025



Market Segments

Market Segments



Industry

B2B Sales to Industries and Commercial

↑ 12% YoY

↑ 4% QoQ



Trade

Network of distributors & dealers

↑ 36% YoY

↑ 37% QoQ



Institutions

Sale to institutions i.e. NTDC, K-Electric, DISCOs

↓ -45% YoY

↑ 33% QoQ



Housing

Housing projects & infrastructure

↓ -54% YoY

↑ 35% QoQ



Export

Export to MENA & African countries

↓ -22% YoY

↑ 563% QoQ



Lights

Wide Variety of Lighting solutions

↑ 53% YoY

↑ 30% QoQ

Financial Highlights

Annual Results

FY- 2025

Revenue	Gross Profit	Net Profit	EPS
PKR 31.86Bn ↓ Vs 36.02 Bn LY	PKR 5.37Bn ↓ Vs 6.73 Bn LY	PKR 1.27Bn ↓ Vs 1.88 Bn LY	PKR 2.03 ↓ Vs 3.68 LY

Quarterly Results

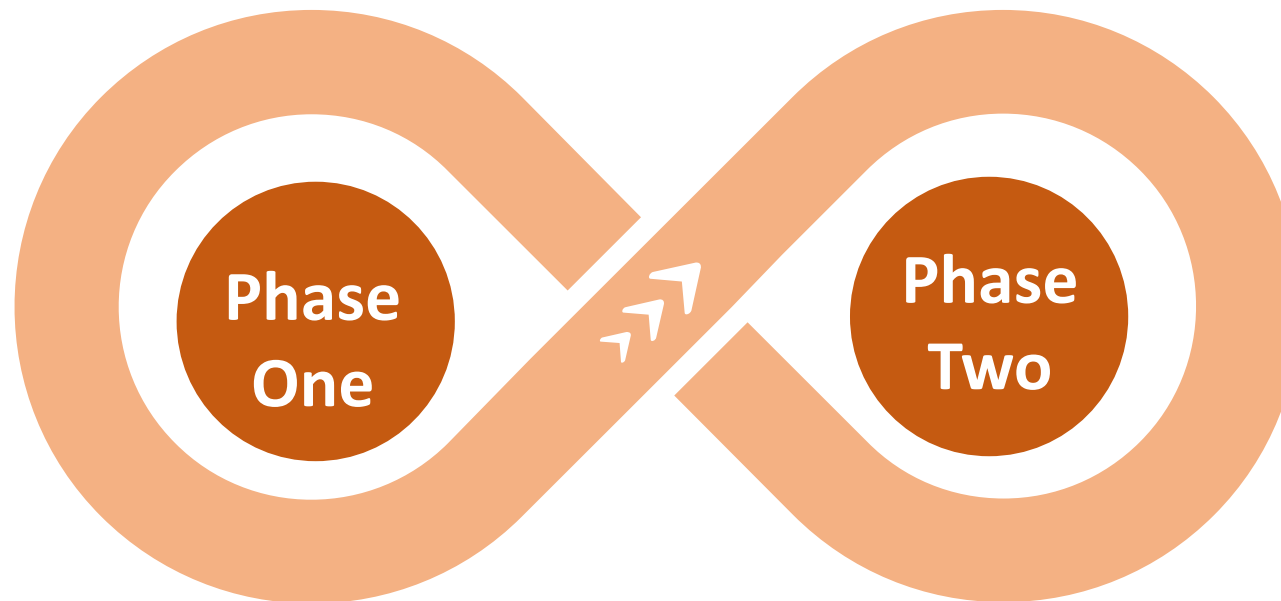
Q1 FY- 2026

Revenue	Gross Profit	Net Profit	EPS
PKR 8.64Bn ↑ Vs 7.20 Bn SPLY	PKR 1.48Bn ↑ Vs 1.06 Bn SPLY	PKR 388Mn ↑ Vs 207 Mn SPLY	PKR 0.62 ↑ Vs 0.33 SPLY



IPO Update

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- Land acquired
- Construction completed with addition of two new production halls
- Third hall construction in process
- Enhanced manufacturing capacity
- Trial production to be initiated by the end Q2

- Land acquisition for future expansion and warehousing



IPO Update



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Future Outlook

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Strategic Focus:

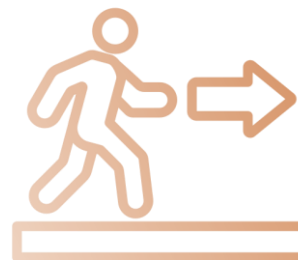
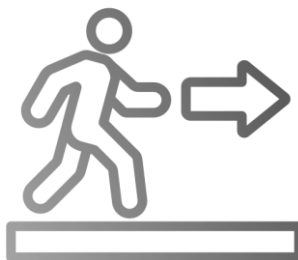
- FCL is well positioned to capture future market opportunities, supported by expected growth in GDP, expansion in large-scale manufacturing, and the ongoing privatization of DISCOs

Operational Excellence:

- Focused on aligning operations with global benchmarks to enhance efficiency, quality, and competitiveness, reinforced by TAQA approval and growing market reach.
- Process integration initiatives are underway, including the planned amalgamation of units to enhance operational efficiency and optimize resource utilization.

Future Focus:

- FCL remains committed to innovation, sustainability, and excellence, aiming to capture new markets and support national infrastructure development.



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Question & Answer Session



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